

2018 Buyer's Guide

Fleet Management and Asset Tracking Solutions

For construction



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Facing and solving industry challenges

Businesses in the construction industry face:

- Tight project deadlines
- Demanding work conditions
- Fleet monitoring challenges
- Productivity pressures
- Regulatory and safety concerns
- Profitability issues
- Challenges managing heavy equipment

Let's talk about how technology can help anticipate and mitigate these challenges by addressing the needs of your fleet, drivers and assets.

Did you know?

Less than 25% of stolen construction equipment is recovered each year.¹



¹ constructconnect.com, "The High Cost of Construction Equipment Theft," August 2017
<https://www.constructconnect.com/blog/operating-insights/high-cost-construction-equipment-theft/>

A roadmap to better business outcomes



There is a single solution to address construction fleet and asset challenges — GPS equipment tracking.

Implementing these technologies can help construction companies realize significant benefits, including:

- More safety protections for night construction crews and equipment, on and off the road, via ability to analyze operations and avoid accidents
- Insights to help fleets achieve greater profits and efficiency via location-based intelligence
- Ability to leverage data to help prevent incidents that cause project delays, productivity losses, and increases in insurance premiums and incident-related paperwork
- Ability to monitor heavy equipment, helping to reduce instances of lost, stolen and misused assets (both owned and rented)
- Better maintenance and asset lifecycle management/extension via improved hours-of-use records, scheduled preventative maintenance alerts and warranty recovery
- Enhanced ability to reconcile expenses, anticipate job costs and calculate operating margins, all leading to more precise bidding
- A comprehensive view of exactly where vehicles, equipment and crews are at all times, for optimized routing of assets



Did you know?

The prices of construction materials rose 0.8% in March and are up 5.8% from the same time last year. Prices for nonresidential construction materials ticked up slightly higher in March, by 0.9%, and are up 5.6% from last year.²

- Ability to access and report on equipment data and view key asset information from your mobile device
- A better sense of how many resources you need to have on hand, as well as improved down-the-line cost estimates
- A more accurate assessment of asset longevity and replacement costs

This guide includes tips and suggestions to help you better navigate your way toward choosing a GPS fleet tracking and asset tracking solution that best fits your construction company's needs.

This includes what to look for in a vendor and how to lead a successful implementation to help set your construction business on the road to success.

² dailyreporter.com, "Price Increases Signal Costly Construction Season in 2018," April 2018
<https://dailyreporter.com/2018/04/10/price-increases-signal-costly-construction-season-in-2018/>

Make the Right Choice in 4 Steps >

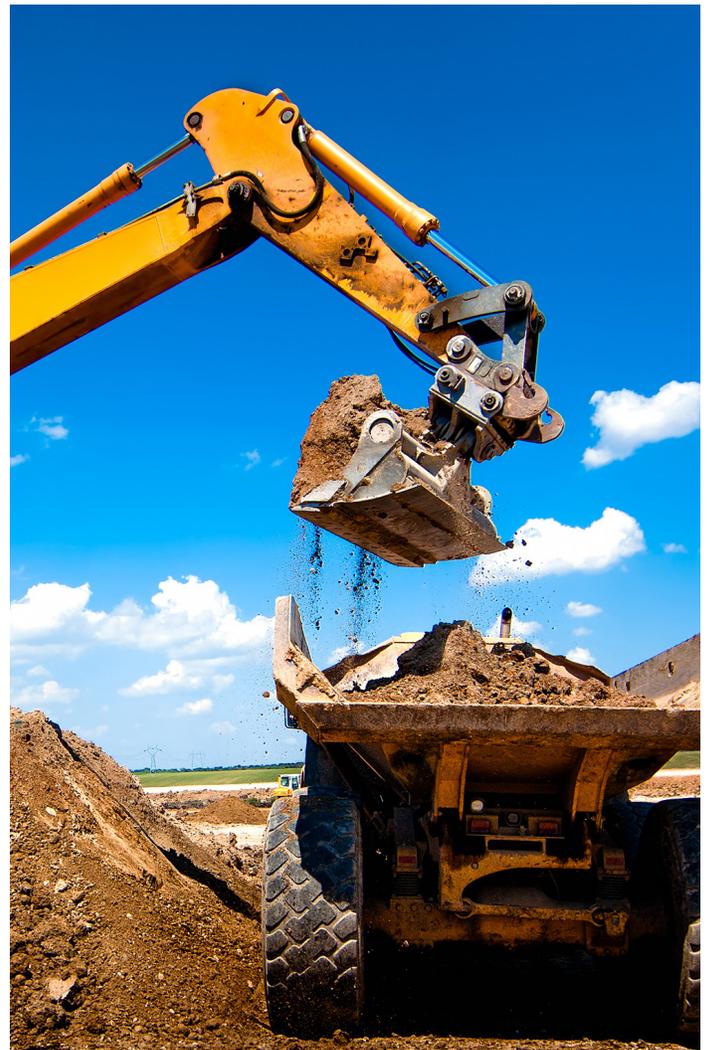
Step 1:

Identify specific business needs.

Deciding which solution best fits your construction business can be challenging and overwhelming. What works for one business may not for the next.

Here are questions you can ask yourself to get started:

- What concerns can GPS fleet tracking help my construction business address?
- What issues can asset tracking help my company tackle?
- Which features and functionalities are most important to my company and workers/staff?
- What qualities are important to us in a vendor?
- What is my budget?
- What is my timeline?



Buying tip

The most effective way to ensure you keep your business' unique needs in mind as you narrow down which features and vendors are right for you is to start by identifying your business goals.

Step 2:

Take advantage of live demos.

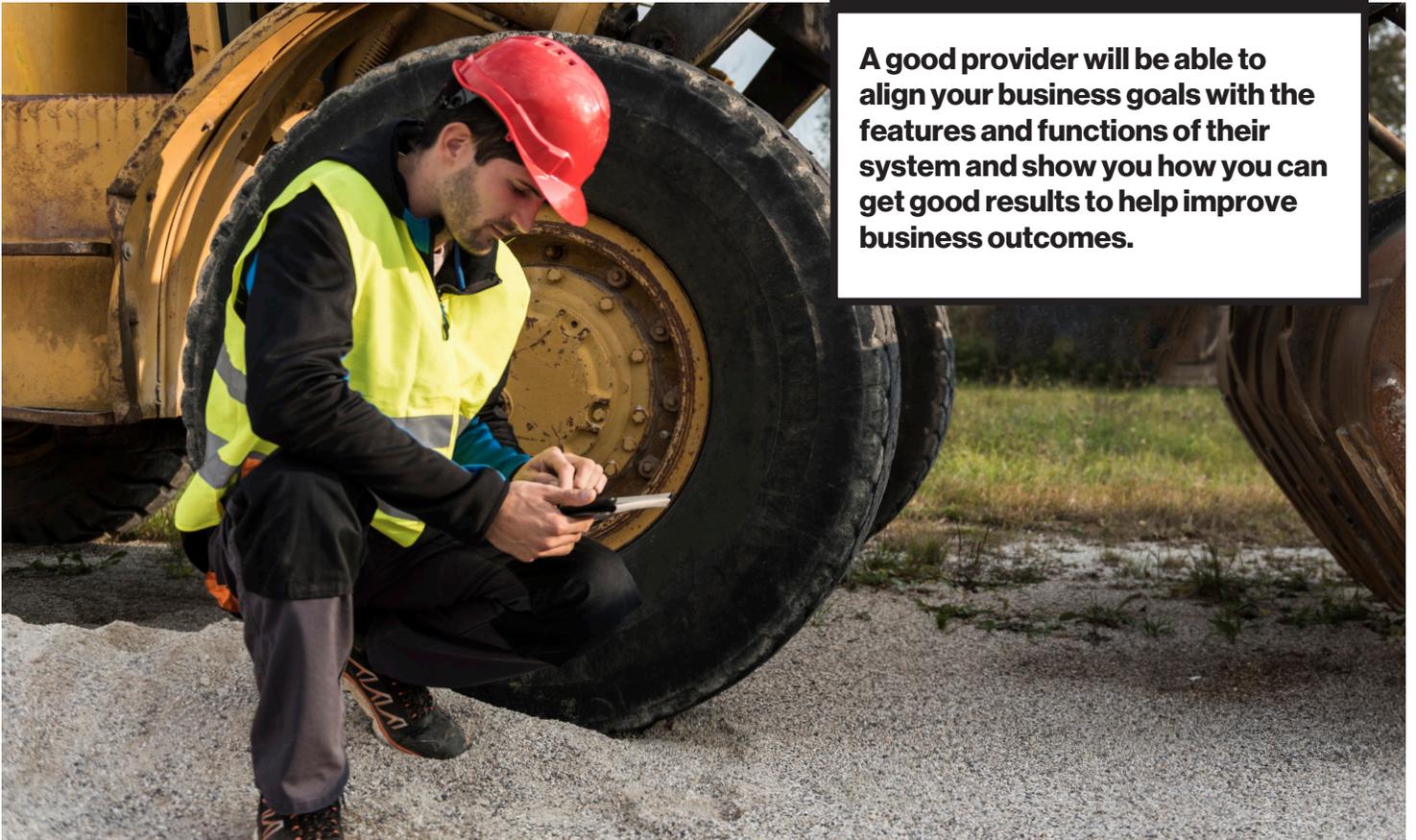
Once you've narrowed down goals, it's time for product demos. Prepare a list of questions for the sales rep that focus on areas you'd like to see.

You want to focus on how you expect this solution to help your specific business needs. Questions could also cover how the solution provider approaches:

- Service contract, warranty and cost
- Customer service
- Training
- Product ease of use
- Installation processes
- Requests for customer references

Buying tip

A good provider will be able to align your business goals with the features and functions of their system and show you how you can get good results to help improve business outcomes.



Step 3:

Make your choice.

After you've sat through some demos, it's time to weigh the pros and cons of each product and vendor.

Using this categorized checklist could help in your decision-making process:

Ease of use

- Accessible via computer and/or mobile device
- Access to fleet- and asset-related data in just a few clicks
- Ability to use a single login and have one application to manage the entire fleet and all assets
- Admins can easily update stored information
- Dashboard is easily customizable by user view, preference and permissions
- Ability to schedule and export reports to users and non-users
- Summarized data provides actionable results relevant to my business/industry

Installation and customer service

- Installation can be scheduled at a convenient time/location based on fleet's availability
- Use of certified installers trained in GPS fleet tracking and asset tracking installation processes
- Training is offered in a variety of formats (online and in person)
- Easy access to help center or digital resources for ongoing education
- Offers a variety of insightful asset metrics (serial number, engine run time, fuel consumption, location)
- Staff demonstrates an in-depth knowledge of product and can troubleshoot issues



Step 4:

Focus on implementation.

Once you've chosen a solution, help make its rollout smooth and pain free for workers and staff by keeping these tips in mind:

- Identify and document specific areas you'd like to see fleet and asset improvements, including safety, productivity, idle times, security and so on.
- Examine why certain areas haven't been performing well and how fleet and asset operations can help.
- Determine benchmarks for fleet or asset performance.
- Use preexisting company policies around fleet and asset operations as a starting point for setting new goals.
- If policies don't exist now, create new policies reflecting company goals using data from your fleet tracking and asset tracking solution.
- Create a communication plan and timeline to roll the solution out to your company.



Final thoughts

Remember to be patient as you implement a GPS fleet tracking and asset tracking solution.

Some benefits may be realized immediately, like near real-time tracking of trucks, drivers, crew and other assets, as well as mileage and fuel data. Others might take some time, such as leveraging data to streamline costs and improve bidding accuracy. But rest assured, your construction business will likely see many positive outcomes and, in time, you'll learn what GPS tracking and asset tracking can do for your bottom line.

We're here to help.

Are you ready to learn more about how a GPS fleet and asset tracking solution from Verizon Connect can do the heavy lifting for your construction business?

Give us a call at 866.844.2235 or visit us at [verizonconnect.com](https://www.verizonconnect.com).

